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Tender

## **Revenue Management Software**

Caledonian Sleeper Limited

F05: Contract notice – utilities

Notice identifier: 2024/S 000-038254

Procurement identifier (OCID): ocids-h6vhtk-04c054

Published 27 November 2024, 10:29am

### **Section I: Contracting entity**

#### **I.1) Name and addresses**

Caledonian Sleeper Limited

Basement and Ground Floor Premises, 1-5 Union Street

Inverness

IV1 1PP

#### **Email**

[procurement@caledoniansleeper.scot](mailto:procurement@caledoniansleeper.scot)

#### **Telephone**

+44 3300600500

#### **Country**

United Kingdom

#### **NUTS code**

UK - United Kingdom

**Internet address(es)**

Main address

[www.sleeper.scot](http://www.sleeper.scot)

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA30648](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA30648)

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at

[www.publiccontractsscotland.gov.uk](http://www.publiccontractsscotland.gov.uk)

Additional information can be obtained from the above-mentioned address

Tenders or requests to participate must be submitted electronically via

[www.publiccontractsscotland.gov.uk](http://www.publiccontractsscotland.gov.uk)

**I.6) Main activity**

Railway services

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**Section II: Object**

**II.1) Scope of the procurement**

**II.1.1) Title**

Revenue Management Software

Reference number

CPT-054

### **II.1.2) Main CPV code**

- 48000000 - Software package and information systems

### **II.1.3) Type of contract**

Supplies

### **II.1.4) Short description**

Revenue Management Software

### **II.1.5) Estimated total value**

Value excluding VAT: £1,000,000

### **II.1.6) Information about lots**

This contract is divided into lots: No

## **II.2) Description**

### **II.2.3) Place of performance**

NUTS codes

- UK - United Kingdom

### **II.2.4) Description of the procurement**

Caledonian sleeper operates a premium overnight rail service between Scotland and London. The operation is a wholly owned subsidiary of the Scottish Government under Scottish Rail Holdings.

There are 10 trains per night, 5 in each direction between London and Scotland. The service operates 6 nights per week. There are around 300,000 journeys per year and is reservation only. The entire service is revenue managed and reservations are compulsory.

Caledonian Sleeper already has a Revenue Management System in place which is end of contract in March 2026 and are looking to procure a new 5-year contract.

### **II.2.5) Award criteria**

Quality criterion - Name: System useability / Weighting: 35

Quality criterion - Name: Using existing data / Weighting: 25

Quality criterion - Name: Extra features / Weighting: 25

Quality criterion - Name: Environmental and social / Weighting: 15

Price - Weighting: 50

**II.2.7) Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months

60

This contract is subject to renewal

No

**II.2.9) Information about the limits on the number of candidates to be invited**

Envisaged number of candidates: 5

**II.2.10) Information about variants**

Variants will be accepted: No

**II.2.11) Information about options**

Options: No

**II.2.13) Information about European Union Funds**

The procurement is related to a project and/or programme financed by European Union funds: No

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## **Section III. Legal, economic, financial and technical information**

### **III.1) Conditions for participation**

#### **III.1.2) Economic and financial standing**

Selection criteria as stated in the procurement documents

#### **III.1.3) Technical and professional ability**

Selection criteria as stated in the procurement documents

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Negotiated procedure with prior call for competition

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

### **IV.2) Administrative information**

#### **IV.2.2) Time limit for receipt of tenders or requests to participate**

Date

3 January 2025

Local time

2:00pm

#### **IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

27 January 2025

#### **IV.2.4) Languages in which tenders or requests to participate may be submitted**

English

#### **IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 6 (from the date stated for receipt of tender)

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## **Section VI. Complementary information**

### **VI.1) Information about recurrence**

This is a recurrent procurement: No

### **VI.2) Information about electronic workflows**

Electronic ordering will be used

Electronic invoicing will be accepted

Electronic payment will be used

### **VI.3) Additional information**

NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at

[https://www.publiccontractsscotland.gov.uk/Search/Search\\_Switch.aspx?ID=784263](https://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=784263).

The buyer has indicated that it will accept electronic responses to this notice via the Postbox facility. A user guide is available at

[https://www.publiccontractsscotland.gov.uk/sitehelp/help\\_guides.aspx](https://www.publiccontractsscotland.gov.uk/sitehelp/help_guides.aspx).

Suppliers are advised to allow adequate time for uploading documents and to dispatch the electronic response well in advance of the closing time to avoid any last minute problems.

(SC Ref:784263)

Download the ESPD document here:

[https://www.publiccontractsscotland.gov.uk/ESPD/ESPD\\_Download.aspx?id=784263](https://www.publiccontractsscotland.gov.uk/ESPD/ESPD_Download.aspx?id=784263)

### **VI.4) Procedures for review**

#### **VI.4.1) Review body**

Glasgow Sheriffs office

Glasgow

Country

United Kingdom

